

THE 71% ADVANTAGE



FACT #1: As each goose flaps its wings, it creates an updraft for the geese that follow. By flying in a “V” formation the flock adds _____ % greater flying range than if each bird flew alone.

◆ **PRINCIPLE: ACHIEVING FORMATION:** Beliefs determine _____ and shared beliefs create _____, cohesion and _____.

◆ **UPDRAFT PEOPLE** identify, embrace and _____ values and _____ that cause themselves and others to make their highest _____ each day.



FACT #2: As geese fly in formation they _____ continuous encouragement at each other.

◆ **PRINCIPLE: DIRECTING FORMATION:** Encouragement builds morale and enhances performance by _____ defining the desired target and _____ incremental success.

◆ **UPDRAFT PEOPLE** increase the performance and confidence of others through continuous, _____ acknowledgement of _____ behavior.



FACT #3: When a goose falls out of formation it experiences _____ from the wind and moves back into formation.

◆ **PRINCIPLE: CORRECTING FORMATION:** Effective, timely feedback will correct behavior without _____ the spirit.

◆ **UPDRAFT PEOPLE** manage their own _____ energy and use corrective feedback as a time for teaching and developing others.



FACT #4: All the geese in formation take their turn in front _____ against the wind.

◆ **PRINCIPLE: STRENGTHENING FORMATION:** Rotational leadership reduces individual burnout and group apathy by creating an opportunity for everyone to _____ their skills, knowledge and experience.

◆ **UPDRAFT PEOPLE** know when to _____ and when to _____ and they do so regularly for the good of the cause and the development of others.

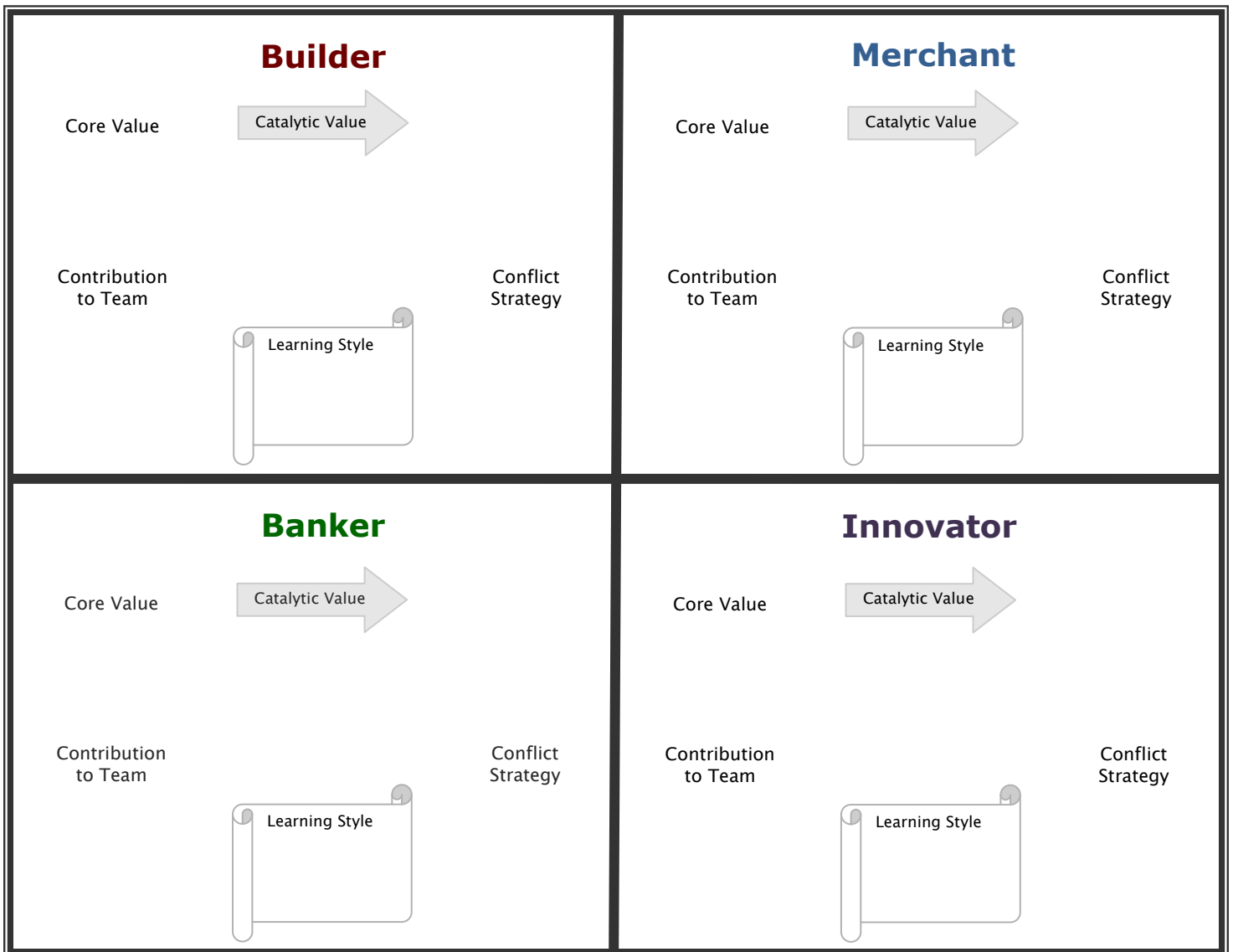


FACT #5: When one of the geese has a problem and has to land, _____ geese land with it and stay with the goose until the problem is resolved.

◆ **PRINCIPLE: PROTECTING FORMATION:** People are most _____ when they are in relationship with others who will stand by them in success and failure, always seeking their continued growth.

◆ **UPDRAFT PEOPLE** promote harmony and loyalty by refusing to engage in destructive, negative conversation, choosing instead to extend _____ to problems and _____ in failure.

Core Values Index Key



© Lynn Taylor, Taylor Protocols, Inc. – Used with Permission



How can you tell when you are pushing against your anxiety/fear line? What thoughts, emotions or physiological sensations crop up for you?



Describe a time when you did or did not make the shift to a different core value strategy and what was the result. (If you cannot think of a specific instance, describe the kind of situation that pushes you toward the anxiety/fear line).